

## Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 CIAE-00 EB-07 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 USIA-15 PRS-01 /048 W

----- 053885

R 071330Z MAY 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 5039

UNCLAS LIMA 3723

E.O. 11652: N/A

TAGS: BEXP, PE

SUBJECT: COMMERCIAL ACTION PROGRAM (CAP) - PERU FY 1975 -  
THIRD QUARTERLY REVIEW

REFS: A. LIMA 7462, 9/6/74 B. LIMA 10230, 12/4/74 C. LIMA 1130

1. SINCE REFTEL C, ACTIVITIES OF COMMERCIAL SECTION INCREASINGLY CONCENTRATED ON PREPARATIONS FOR PARTICIPATION IN PACIFIC FAIR, DESIGNATED AS COMMERCIAL PRESENCE FAIR.

2. CAMPAIGN NO. 1: FOR ALL PRACTICAL PURPOSES, THIS CAMPAIGN ENDED. PARTICIPATION IN WORLD MINING FAIR MET ALL OBJECTIVES.

3. CAMPAIGN NO. 2: THERE REMAINS POSSIBILITY THAT GOP WILL MAKE LOAN APPLICATION TO EXIMBANK FOR CONSTRUCTION OF MAIN PIPELINE, AND/OR FEEDER. IN MEANTIME, EMBASSY HAS BEEN ASSISTING ON THIS PROJECT.

4. CAMPAIGN NO. 3: CONTACTS HAVE BEEN MAINTAINED WITH

ELECTROPERU. WHILE FEASIBILITY STUDY FOR CHARCANI HAS SLIPPED A BIT, THIS CONTRACT HAS PRODUCED SEVERAL VERY WORTHWHILE TRADE OPPORTUNITIES FOR SALE OF POWER EQUIPMENT (LIMA 2074). THROUGH ASSISTANCE OF USIS, GENERAL MANAGER OF ELECTROPERU HAS ACCEPTED INVITATION TO VISIT  
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U.S. COMMERCIAL ATTACHE WILL ACCOMPANY AS ESCORT INTER-

PRETER. DOC HAS BEEN INFORMED OF VISIT IN ORDER TO INFORM INTERESTED U.S. COMPANIES. EXPORT PROMOTION POTENTIAL OF TRIP JUSTIFIES HEAVY EXPENDITURE OF COMATT'S TIME.

5. CAMPAIGN NO. 4: NO ACTIVITY.

6. CAMPAIGN NO. 5: COMMERCIAL SECTION HAS BEEN SPENDING INCREASING AMOUNT OF TIME AND EFFORT ON PREPARATION U.S. PAVILION. COMATT HAS PERSONALLY VISITED 85 COMPANIES IN LIMA. INTEREST IS HIGH. EVERY INDICATION SHOWS THAT THERE SHOULD BE SIZEABLE IMPORT U.S. EQUIPMENT FOR SALE IN PERU AS RESULT OUR PARTICIPATION.

7. CAMPAIGN NO. 6: IN CONNECTION ACTION 4, EMBASSY HAS BEEN WORKING ON SEVERAL PROJECTS WHICH POTENTIALLY MIGHT INTEREST EXIMBANK. THESE INCLUDE PULP AND PAPER MACHINERY, SULFURIC ACID PLANT. EMBASSY GREATLY APPRECIATES SUPPORT OF WAS REGARDING LIMA 10298 RECOMMENDATION THAT DEPARTMENT OF COMMERCE MAJOR PROJECTS DIVISION REPRESENTATIVE ATTEND PARIS CONSULTATIVE GROUP MEETING. EMBASSY INFORMED REPRESENTATIVE DID ATTEND. WE HOPE IT WAS WORTHWHILE. WOULD APPRECIATE ANY REPORT MPD REPRESENTATIVE MIGHT HAVE MADE ON RESULTS HIS ATTENDANCE. EMBASSY ALSO HAS INCREASED REPORTING ON TRADE OPPORTUNITIES - THROUGH APRIL 30 A TOTAL OF 107 COMPARED TO TOTAL OF 84 FOR SAME PERIOD LAST YEAR.

8. COMMENT:

A. ACTIVITY DURING LAST QUARTER FY 1975 WILL CONCENTRATE ON PREPARATION FOR PACIFIC FAIR AND CONTINUATION OF CONTACTS WITH ELECTROPERU.

B. COMATT WISHES TO UNDERLINE EXCELLENT SUPPORT AND ASSISTANCE FOR CAP PROVIDED BY USIS. NOT ONLY DID USIS PROVIDE OUTSTANDING SUPPORT FOR TECNOMIN, BUT IT HAS ALSO MAINTAINED AND IMPROVED COMMERCIAL BULLETIN SO NOW IT IS PUBLICATION WHICH USG CAN PRESENT WITH PRIDE. ALSO, IT HAS COOPERATED FULLY IN SCHEDULING IV VISITORS (COLOR TELEVISION ENGINEER FROM ANDEAN GROUP SECRETARIAT AND UNCLASSIFIED

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ELECTROPERU GENERAL MANAGER). WITHOUT ITS ACTIVE SUPPORT WE WOULD HAVE HAD A MUCH LESS ACTIVE CAP AND EXPORT PROMOTION PROGRAM. USIS NOW SUPPORTING OUR PAVILION FOR PACIFIC FAIR AS IT DID FOR TECNOMIN.  
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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Page Count:** 3  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 LIMA 7462, 75 9/6/74, 75 LIMA 10230, 75 12/4/74, 75 LIMA 1130  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 15 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <15 JUL 2003 by SilvaL0>; APPROVED <17 FEB 2004 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMMERCIAL ACTION PROGRAM (CAP) - PERU FY 1975 - THIRD QUARTERLY REVIEW  
**TAGS:** BEXP, PE  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006